



**RIVER  
BARREL**  
DISTRIBUTING

## Seattle Area Sales Professional (FT)

River Barrel Distributing (distributing Buoy Beer Company, Pilot House Distilling & more), is seeking a Sales Professional (FT) to take ownership and pride in our craft beverages and spreading the love in the Pacific NW, more specifically Seattle's Eastside area (Bellevue, Kirkland, etc). We're a hardworking and growing operation and are looking for the right person to grow with us. This individual is passionate, innovative, and self-motivated with a business oriented and customer focused mindset. We currently represent a small selection of excellent craft breweries, distilleries, cideries, and a craft mead company, and our portfolio is growing!

### **Job Duties include** (but not limited to):

- Build positive, trustworthy, lasting customer relationships
- Identify and seize customer business growth opportunities
- Build and grow a channel of selling opportunities to drive incremental sales above base business
- Execute monthly goals as related to business activities
- Develop, cultivate, and maintain strong relationships with key accounts, individual stores, and buyers
- Provide regular feedback to the Sales Manager and Sales Director regarding opportunities, changes and competitive activity
- Pick up and deliver products in a timely and professional manner
- Keep stock organized and track inventory
- Follow and comply with all WA liquor laws, regulations, procedures & safety protocols
- Able to multitask and organize multiple deliveries and sales calls in and around the Seattle area
- Other duties as assigned

### **Job Requirements:**

- This position is based in Seattle's Eastside; travel will be necessary throughout the Eastside and the surrounding areas (Bellevue, Kirkland, Bothell, Woodinville, Redmond, Mercer Island, etc.)
- 21+ with a clean driving record, valid driver's license and a reliable vehicle
- Very familiar with the Eastside and best ways to navigate the traffic
- Two years or more Sales and/or Customer Service experience
- Excellent interpersonal & communication skills
- Self-motivated and able to problem-solve, with minimal supervision
- Able to knowledgeably, clearly and enthusiastically promote our products to customers
- Strong computer skills and writing skills (MS Office, e-mail, Adobe Acrobat, etc.)
- Previous experience in the spirits and/or craft beer industry a plus
- Able to work a flexible schedule based on the needs of the company, including evenings and weekends
- Have or able to get MAST Permit immediately upon hire

- Must be able to regularly lift and move kegs and cases (up to 160 lbs), stand and drive for long periods of time, bend, reach, and maneuver in small spaces
- Able to work outdoors in all weather conditions
- Take pride in our sustainable practices (recycling, waste reduction, etc.)
- Treat co-workers and customers with respect at all times
- Passionate about your work, craft beverages and our community

**Compensation:**

- Competitive pay based on experience (typical range \$45- 55k + bonus potential)
- Company paid base Health Insurance, including Vision and Dental for Full-Time employees, with upgrade options
- Participation in the 401k Plan (company match available)
- 80 hrs PTO (prorated the 1<sup>st</sup> year and increases with years of service)
- Cell phone stipend
- Access to our FSA, Employee Assistance Program and Financial Fitness tools
- Merchandise and beverage discounts

The Sales Professional will be part of the River Barrel Distributing team. River Barrel Brewing Inc. runs Buoy Beer Company, Pilot House Distilling, and River Barrel Distributing.

River Barrel Brewing provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. Post-offer background check may be required.

Check out our River Barrel Brewing Inc brands' social media (@buoybeer & @pilotheadistilling) and websites (riverbarrel.com, buoybeer.com & pilothousedistilling.com) to find out a bit more about us. **If you're interested to apply or learn more, please send your cover letter and resume in Word or PDF format to jobs@riverbarrel.com**